

Message Text

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PAGE 01 BOMBAY 00138 171412Z
ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 /019 W
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R 160924Z JAN 78
FM AMCONSUL BOMBAY
TO SECSTATE WASHDC 7915
INFO AMEMBASSY NEW DELHI
AMCONSUL CALCUTTA
AMCONSUL MADRAS

UNCLAS BOMBAY 0138

FOR COMMERCE (OED/OPIC)

E. O. 11652: N/A
TAGS: BPRO, IN
SUBJ: FOREIGN INVESTMENT OPPORTUNITY - THEODORE BARRY &
ASSOCIATES, LOS ANGELES, CALIF.; OPPORTUNITY
NO. 11-77-074

REF: STATE A-4794

1. THEODORE BARRY & ASSOCIATES' (TBA) PROPOSAL FOR JOINT
CONSULTING ENGINEERING OPERATIONS IN INDIA WAS DISCUSSED
WITH FIVE FIRMS IN BOMBAY. THE FOLLOWING THREE FIRMS HAVE
SHOWN INTEREST IN THE PROPOSAL AND REQUESTED THAT TBA
COMMUNICATE WITH THEM DIRECTLY ON THE SUBJECT:

2. KIRLOSKAR CONSULTANTS LIMITED: 917/19A FERGUSSON COLLEGE
ROAD, SHIVAJINAGAR, PUNE 411 004 (CABLE: KICONS; TELEX: PN 226).
ESTABLISHED 15 YEARS AGO, KIRLOSKAR CONSULTANTS LTD. (KCPXL
IS PART OF THE KIRLOSKAR CONGLOMERATE WITH MANUFACTURING
INTERESTS IN DIESEL ENGINE, TRACTOR, REFRIGERATION, FORGING,
AGRICULTURE EQUIPMENT, PUMPS AND VALVES, ELECTRIC MOTORS,
PUBLICATIONS, HOTEL AND ADVERTISING. KIRLOSKAR IS AMONG THE
LARGE TWENTY BUSINESS HOUSES IN INDIA. KCL'S RANGE OF
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PAGE 02 BOMBAY 00138 171412Z

PROFESSIONAL ACTIVITIES INCLUDE INDUSTRIAL, CIVIL AND PUBLIC
HEALTH ENGINEERING AND INDUSTRIAL ELECTRIFICATION. ITS
MAJOR ASSIGNMENTS INCLUDE CONSULTING SERVICES FOR INDUSTRIAL
PROJECTS (TEXTILE MILL, GLASS, SCOOTER, FOUNDRY, AGRICULTURAL
ENGINEERING CHEMICAL), MUNICIPAL WATERWORKS AND SUGARCANE
FARMING AND MILLS. BESIDES ENGINEERING SERVICES, KCL HANDLES
MARKET RESEARCH AND ECONOMIC STUDIES, MANAGEMENT STUDIES AND

OTHER BUSINESS SERVICES INCLUDING FOREIGN LANGUAGE TRANSLATION. KCL IS REGISTERED WITH ALL MAJOR GOVERNMENT, INSTITUTIONAL FINANCING, BANKING AND PROFESSIONAL ORGANIZATIONS. IT IS REGISTERED OVERSEAS, AMONG OTHERS, WITH THE WORLD BANK, ASIAN DEVELOPMENT BANK, UNDP, FAO, ILO AND WHO. KCL HAS 22 SENIOR PROFESSIONALS AND A LARGE NUMBER OF JUNIOR EMPLOYEES ON THE STAFF.

3. MR. S.M.DEO, SENIOR EXECUTIVE, KCL, WITH WHOM WE DISCUSSED THE SUBJECT PROPOSAL STATED THAT KCL IS PLANNING TO BROADEN ITS CAPABILITIES IN THE FIELDS OF ELECTRIC UTILITIES AND MINING AND IS INTERESTED IN RECEIVING TBA'S DETAILED PROPOSAL INCLUDING THE TYPE OF AGREEMENT IT WOULD LIKE TO ENTER WITH AN INDIA FIRM. MR. DEO FURTHER EXPRESSED INTEREST IN JOINT OPERATIONS WITH TBA IN THIRD COUNTRIES.

4. DALAL CONSULTANTS AND ENGINEERS PRIVATE LTD., 44 MAULANA ABDUL GAFFAR RD., WORLI, BOMBAY 400 018. THE FIRM IS ONE OF THE LEADING ENGINEERING CONSULTANTS AND WAS SUCCESSOR TO THE INDIAN BUSINESS OF RALPH M. PARSONS. DALAL CONSULTANTS UNDERTAKES PROCESS ENGINEERING, DETAILED ENGINEERING, ARCHITECTURAL AND CIVIL WORKS, TURNKEY OPERATIONS AND ALL TYPES OF PROJECT MANAGEMENT ASSIGNMENTS. IT HAS THREE OTHER ASSOCIATE FIRMS IN BOMBAY NAMED DALAL PROJECT SERVICES LTD., R.L. DALAL & CO. AND ITADAL TECHNICAL SERVICES PVT. LTD. WHICH PROVIDE SUPPORTIVE ASSISTANCE. THE FIRM HAS WORKING UNCLASSIFIED

UNCLASSIFIED

PAGE 03 BOMBAY 00138 171412Z

RELATIONSHIP WITH A FEW FOREIGN CONSULTANT FIRMS. IT CLAIMS TO HAVE A JOINT OPERATION WITH PLANNING RESEARCH CORPORATION, LOS ANGELES, CALIFORNIA, IN INDIA. DALAL IS REPORTEDLY A COMPETENT AND EXPERIENCED ORGANIZATION.

5. MR. RAMESH DALAL, MANAGING DIRECTOR, DALAL CONSULTANT, IS INTERESTED IN TBA'S PROPOSAL AND SUGGESTED THAT TBA CONTACT HIM DIRECTLY.

6. ESSKEN ENGINEERING ENTERPRISES PRIVATE LTD., JEEVAN SAHAKAR, SIR PHIROZ SHAH MEHTA ROAD, BOMBAY 400 001. ESTABLISHED IN 1970, ESSKEN ACTS AS A CONSULTANT IN AGRICULTURE, AUTOMOBILE, CHEMICAL, CIVIL, ELECTRICAL, ELECTRONICS AND MECHANICAL ENGINEERING. IT HAS A PROFESSIONAL STAFF OF 30. ESSKEN ALSO MAINTAINS AN OFFICE IN LONDON. ALTHOUGH RELATIVELY YOUNG, ESSKEN CLAIMS TO HAVE WIDE EXPERIENCE IN INDUSTRIAL PROJECTS.

7. MR. N.C. MALHOTRA, DIRECTOR, ESSKEN, INDICATED TO US THAT HIS FIRM IS LOOKING FOR PARTICIPATIVE ARRANGEMENTS WITH A FOREIGN CONSULTING ORGANIZATION TO BROADEN ITS ACTIVITIES IN THE FIELD OF PUBLIC UTILITIES, MINING, PIPELINE AND PETRO-

CHEMICALS. MR. MALHOTRA IS INTERESTED IN TBA'S PROPOSAL AND LOOKS FORWARD TO RECEIVING A DETAILED PROPOSAL.

8. A BROCHURE EACH OF KIRLOSKAR CONSULTANTS LTD. AND ESSKEN ENGINEERING ENTERPRISES IS BEING AIRPOUCHED. DATA ON DALAL CONSULTANTS WILL BE SENT LATER. PLEASE ADVISE WHETHER WTDRS ON FOREGOING FIRMS ARE REQUIRED.

9. THE FIRMS WHICH DECLINED TBA'S PROPOSAL WERE : (A) INDUSTRIAL CONSULTING BUREAU LTD., JIJI HOUSE, RAVELINE STREET, BOMBAY 400 001 (CONTACT: JAY PAREKH MANAGER, BOMBAY REGIONAL OFFICE) AND (B) BOMBAY SUBURBAN ELECTRIC SUPPLY LTD., ELECTRICITY HOUSE, SANTA CRUZ (EAST), BOMBAY 400 055 (CONTACT: MR. K.S. JOSHI, CHIEF ENGINEER, TECHNICAL).
UNCLASSIFIED

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PAGE 04 BOMBAY 00138 171412Z

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Message Attributes

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